

SY21-22 Budget

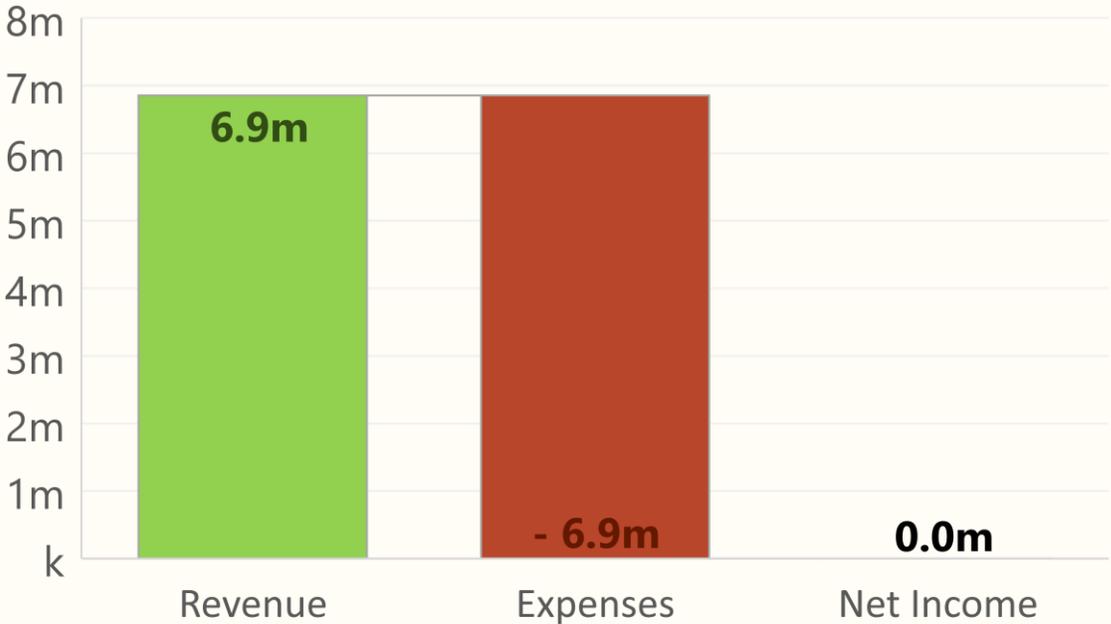
PREPARED JUNE 2021 BY



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Budget Summary | Net Income



Revenue	6,853,737
Expenses	6,851,549
Net Income	2,188

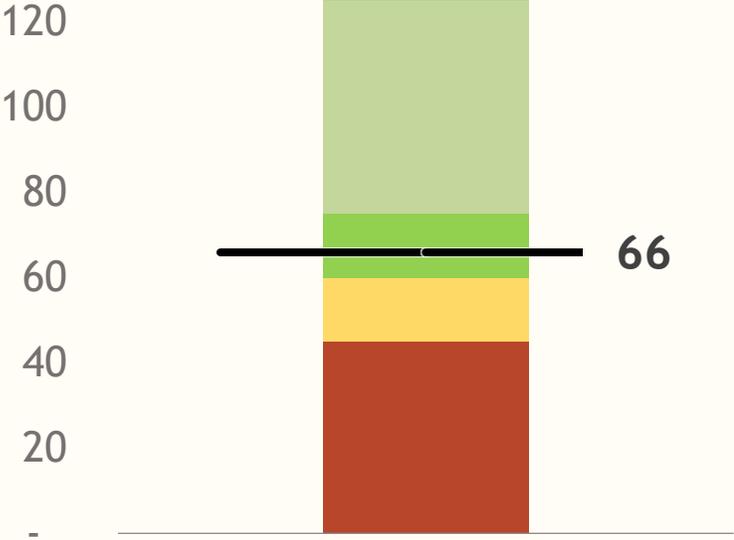
Budget Summary | Ending Cash



Starting Cash	1,234,423
Net Income	2,188
Fixed Assets	-
Debt	-
Other Adj	-
Net Annual Cash Increase	2,188
Ending Cash	1,236,611

Key Performance Indicators

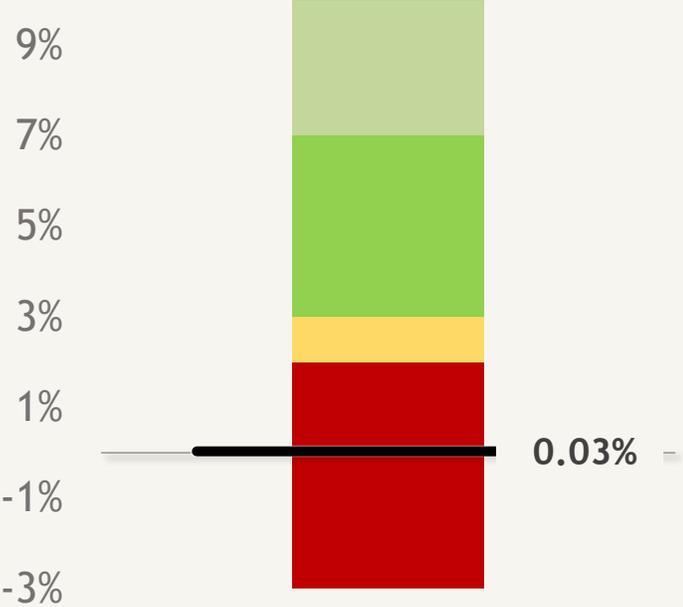
Days of Cash



66 DAYS OF CASH AT YEAR'S END

The school's 66 days of cash is above the recommended 60 days of cash.

Gross Margin

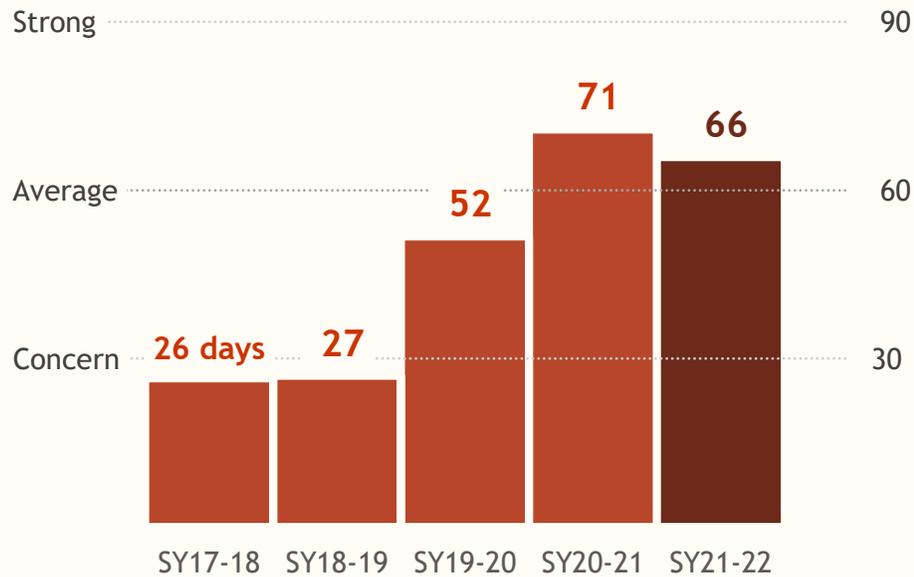


.03% GROSS MARGIN

The forecasted net income is \$0.0m on \$6.9 in revenue. This yields a .03% gross margin.

Key Performance Indicators | In Context

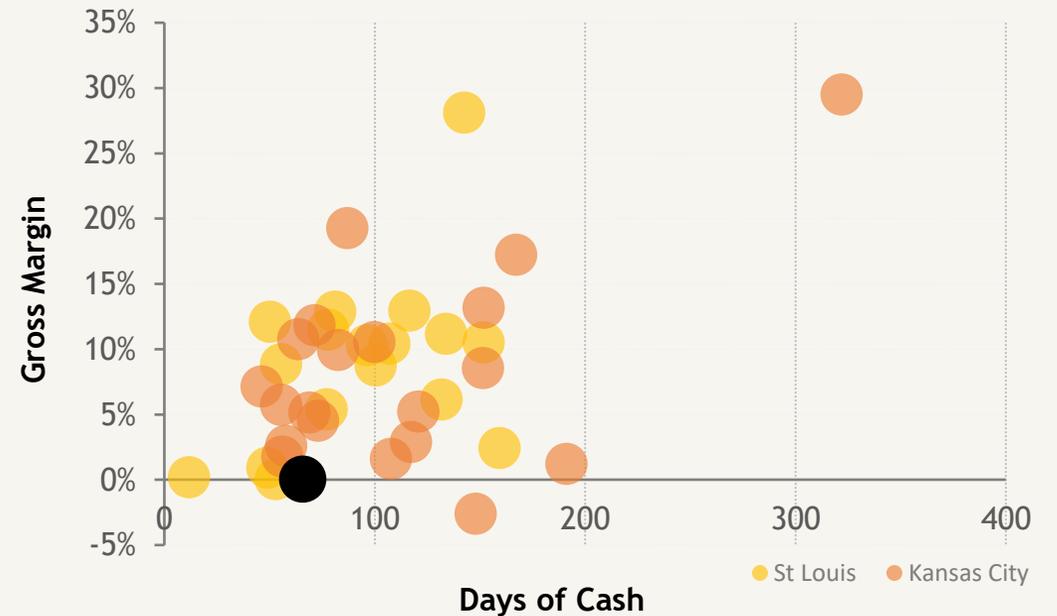
Historical Context: Days of Cash



66 DAYS OF CASH AT YEAR'S END

The budget predicts that we will end the year with 66 days of cash, which is 5 days worse than the cash forecast for 6/30/21.

Industry Context: Days of Cash vs Gross Margin

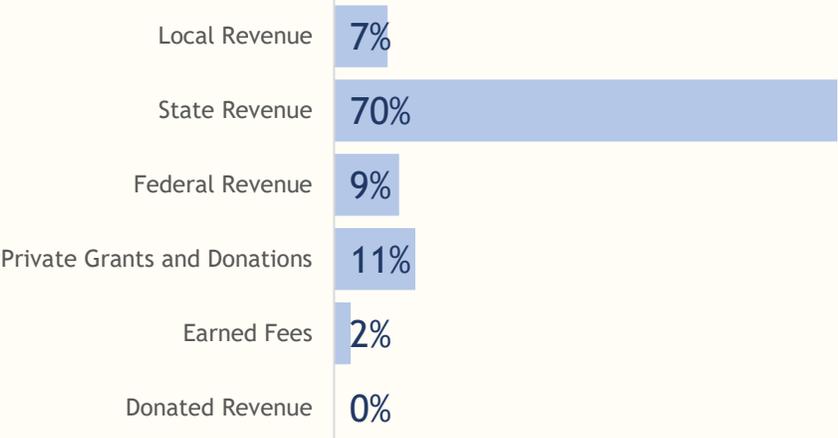


ANNUAL PERFORMANCE VS. CUMMULATIVE CASH BALANCE

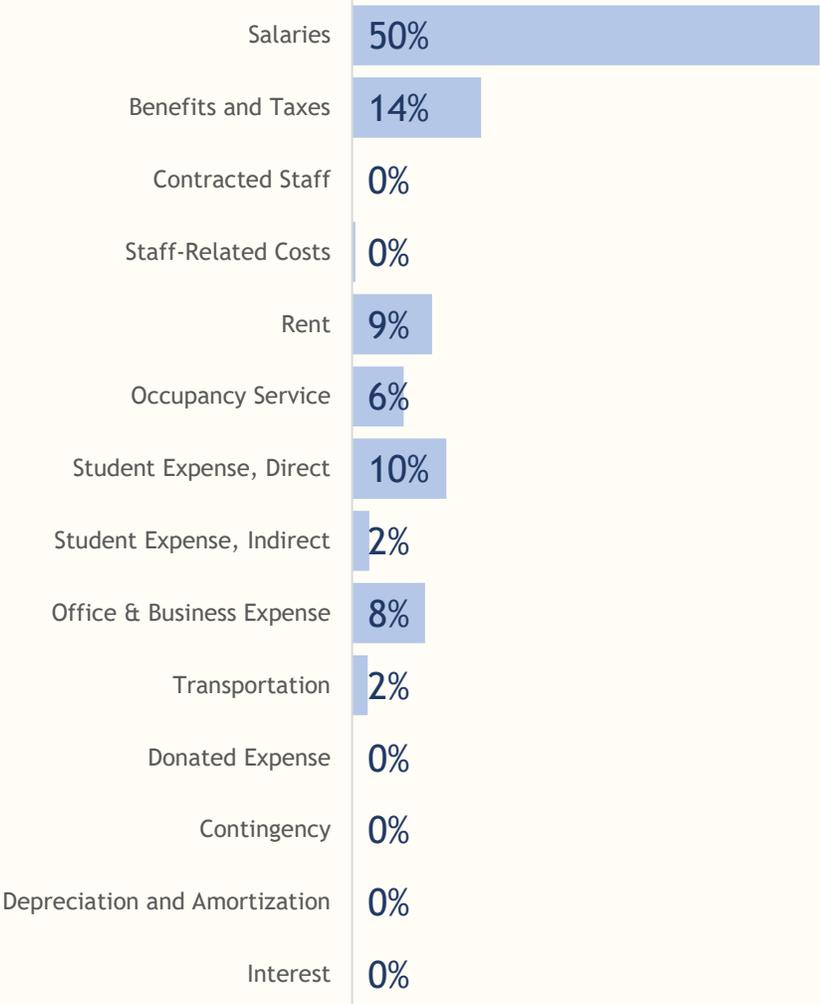
The budget predicts a gross margin of % and an ending cash balance that will provide 66 days of cash. The comparison above is this school's FY22 budget vs other schools' FY21 forecasted results

Revenue And Expenses

Categories of Revenue



Categories of Expense



Revenue | Key Assumptions

- Enrollment Target of 551
- Attendance target of 91%
- Per WADA payment set to less than FY 21 @ \$8,200, conservative estimate
- Summer ADA increase from 15 to 22
- FRL % = 60%
- ELL % = 4%

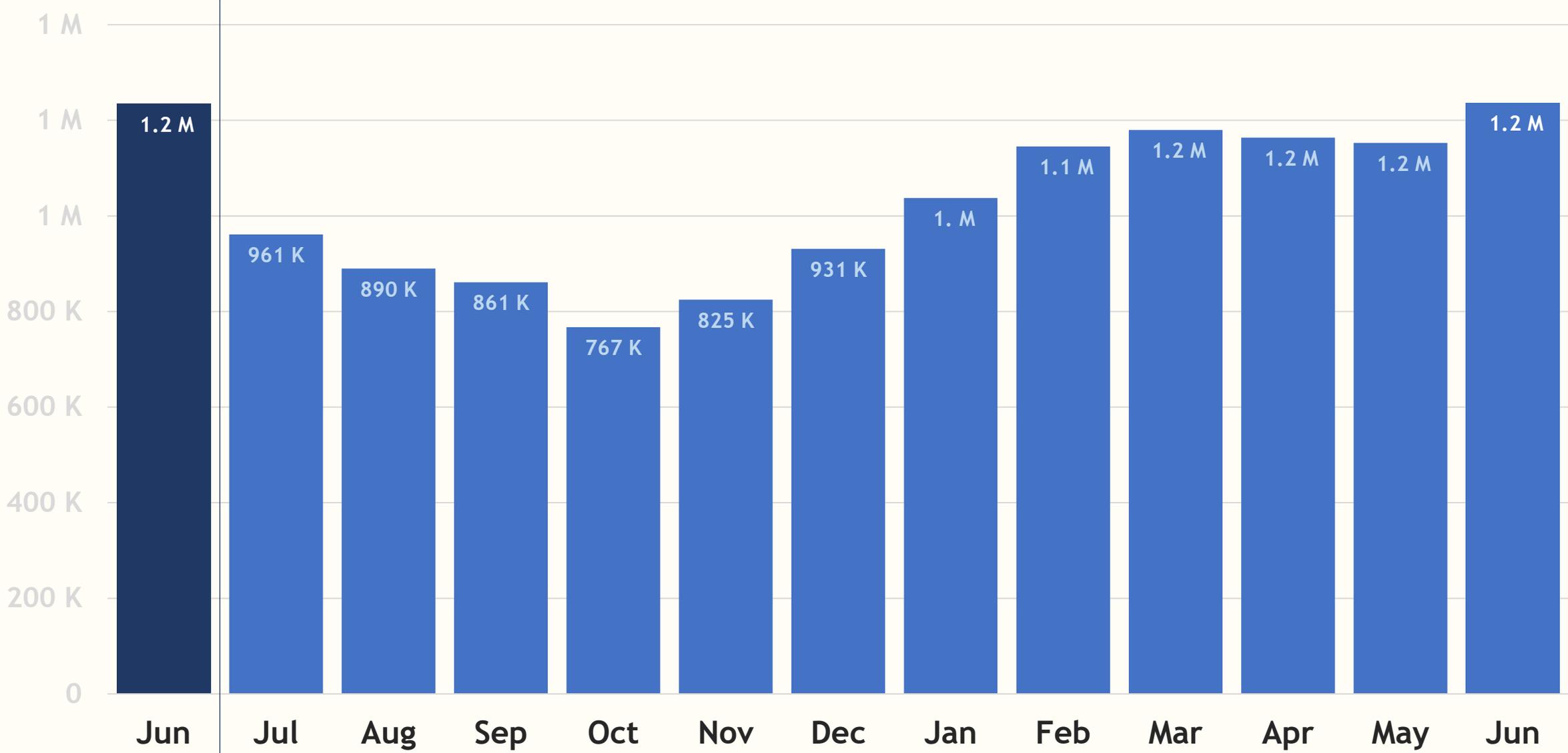
Expenses | Key Assumptions

- Staff growth biggest expense increase year to year
- Non-staff costs largely held flat as school grows to scale
- Homeless and SPED transportation set to pre-pandemic levels
- No more debt payments!

Appendix | Profit and Loss Changes

Income Statement	SY20-21	SY21-22	Difference	Changes
Revenue				
Local Revenue	450,448	510,180	59,732	
State Revenue	4,077,888	4,792,312	714,424	
Federal Revenue	1,032,105	618,981	(413,124)	
Private Grants and Donations	951,832	775,000	(176,832)	
Earned Fees	327,464	157,264	(170,200)	
Donated Revenue	-	-	-	
Total Revenue	6,839,737	6,853,737	14,001	
Operating Expense				
Salaries	2,985,593	3,435,881	(450,289)	
Benefits and Taxes	879,625	948,443	(68,819)	
Staff-Related Costs	20,813	23,471	(2,657)	
Rent	574,272	589,074	(14,802)	
Occupancy Service	365,481	380,228	(14,747)	
Student Expense, Direct	596,683	694,295	(97,611)	
Student Expense, Indirect	117,836	127,632	(9,796)	
Office & Business Expense	518,866	536,315	(17,449)	
Transportation	53,020	115,710	(62,690)	
Interest	250,500	500	250,000	
Total Expenses	6,362,689	6,851,549	(488,860)	
Net Income	477,047	2,188	(474,859)	

Appendix | Monthly Cash



Appendix | KPI Calculation

Calculating Days of Cash

Non-Depr Expenses	6,851,549
Day of Year	365
Daily Expenses	18,771
Ending Cash Balance	1,236,611
Days of Cash	66

Calculating Gross Margin

Revenue	6,853,737
Expenses	6,851,549
Net Income	2,188
Revenue	6,853,737
Gross Margin	0%